

CHARMAINE TAVARES
MAYOR

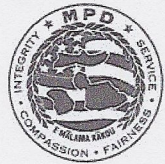
OUR REFERENCE

YOUR REFERENCE

POLICE DEPARTMENT

COUNTY OF MAUI

55 MAHALANI STREET
WAILUKU, HAWAII 96793
(808) 244-6400
FAX (808) 244-6411



GARY A. YABUTA
CHIEF OF POLICE

CLAYTON N.Y.W. TOM
DEPUTY CHIEF OF POLICE

February 25, 2010

Mr. Russ K. Saito, Chair
Wireless Enhance 911 Board
1600 Kapiolani Boulevard, Suite 530
Honolulu, Hawaii 96814

Dear Mr. Saito:

Re: REQUEST FOR CONSIDERATION OF REIMBURSEMENT OF FUNDS
FOR MAUI POLICE DEPARTMENT TO ENTER INTO A SPECIAL
PROJECT FOR THE PROCUREMENT OF THE ALCATEL-LUCENT
FORTINET ENCRYPTION SYSTEM TO SUPPORT E9-1-1 RESPONSE
AND DISPATCH

The Maui Police Department has been working diligently towards replacing its legacy CAD and RMS system. This special project began in earnest in 2003; however, has not reached maturity until 2010, and will cost the County of Maui about 10 million dollars. The Maui Police Department has not requested reimbursement of its CAD and RMS replacement special project through the Wireless E9-1-1 Board.

The County of Maui has unusual geographical features and is separated into three different inhabited islands. Providing remote dispatch and response services to these outlying districts, such as Hana, Lana'i, and Moloka'i currently require connectivity via the means of multiple T-1 lines. While this practice is not cost effective, the steady demand for bandwidth continues to climb.

The Maui Police Department has conducted research on this situation and has determined a cost effective solution to the problem of transmitting sensitive data (such as the information involved in NCIC, vehicle or firearms registration checks, or medical information), that 9-1-1 Dispatchers may need to pass on to responding public safety responders involved in wireless E9-1-1 calls or in outlying districts.

On February 17, 2010, at about 1000 hours Hawaii Standard Time, a teleconference was conducted with the State HCJDC, the FBI, Maui Police Department,

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Maui MIS, Alcatel-Lucent, and NEC (the vendor for the Police Department's special CAD project). During the conference call, it was determined the technology required for the proposed solution exist and was discussed at great length. The proposed solution involves the implementation of the *Fortinet* encryption system, which is FIPS compliant and is allowable by the State and Federal government for the transmission of sensitive data.

The Alcatel-Lucent *Fortinet* encryption system is not a sole source vendor. Therefore, normal procurement procedures will be complied with. Attached is the proposal from Alcatel-Lucent as an estimate for the sum of \$69,923.68. Maui Police Department is requesting consideration of reimbursement funding of the Alcatel-Lucent *Fortinet* encryption system special project in the not to exceed amount of \$70,000.00.

Your consideration in this matter is greatly appreciated. If you have any questions regarding this matter, please contact Captain Lawrence Hudson of our Technical Services Section at (808) 244-6435.

Sincerely,



PM GARY YABUTA
Chief of Police

3400 W Plano Pkwy
M/S: NASVP
Plano, TX 75075

County of Maui Police Department
55 Mahalani Street
Wailuku, Hawaii 96793

RE: Fortinet FIPS Compliancy Solution

Dear Captain Hudson,

Please find the attached WSCA-1466 quote for the Fortinet FIPS Solution attached. This solution will enable FIPS compliancy throughout the MPD network and includes all the equipment, professional services for installation, provisioning and training of your technical resources to operate and maintain the system.

Please let me know if you have any questions and/or concerns.

Mahalo,

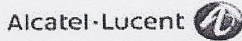


Sean K. Cleveland
Account Director, Hawaii Region
Alcatel-Lucent

Price quotation prepared for:
County of Maui Police Department

WSCA-1466
Fortinet FIPS Compliancy Solution

Date: 23-Feb-10
Buyer Reference: FortiNET
Prepared by: SKC/JP



All Pricing is in U.S. Dollars

| Product | Description | List Price | Cat | Qty | Your Cost | Extension |
|-------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|-----|-------------|--------------------|
| Section 1: Hardware and Software Options | | | | | | |
| FG310BBDL95036 | Bundle - 8 NP2 accelerated 10/100/1000 ports and 2 non-accelerated 10/100/1000 ports, plus 5W AMC slot. Bundle includes Hardware Unit, Return and Replace, Firmware Upgrades, 7x24x36 months Comprehensive Support, AntiVirus, IPS, Content Filtering and Anti-Spam. See Bundle upgrades for other options. | \$17,041.00 | P | 2 | \$12,780.75 | \$25,561.50 |
| FG50BBDL95036 | Bundle - Dual WAN ports, 3-port 10/100 switch. Bundle includes Hardware Unit, Return and Replace, Firmware Upgrades, 8x5x36 months Enhanced Support, AntiVirus, IPS, Content Filtering and Anti-Spam. See Bundle upgrades for other options. | \$1,170.00 | P | 8 | \$877.50 | \$7,020.00 |
| FMG-400B | FortiManager-400B, manages up to 200 FortiGate devices, recommended for all FG models | \$8,995.00 | P | 1 | \$6,746.25 | \$6,746.25 |
| FH55-15-C1001-158-02-36 | 3YR FortiClient Premium Edition with Comprehensive Support for 100-249 Clients | \$84.00 | P | 100 | \$63.00 | \$6,300.00 |
| FAZ-400B-US | FortiAnalyzer-400B-1 x 500 GB removable disk drive-sup up to 100? FG50-800 models | \$5,995.00 | P | 1 | \$4,496.25 | \$4,496.25 |
| SECTION 1 SUBTOTAL: | | | | | | \$50,124.00 |

Section 2: Services and Installation Programs for Hardware listed above

| | | | | | | |
|----------------------------|-----------------------------------------------------------------------------------------------------------------------------|------------|---|---|------------|--------------------|
| FC-10-L0402-311-02-36 | 3 Yr 8x5 Enhanced FortiCare Rnwl-FL-400B | \$2,360.00 | P | 1 | \$1,770.00 | \$1,770.00 |
| FC-10-M0402-247-02-36 | 3 Yr 24x7 Comprehensive FortiCare Rnwl-FM-400B | \$5,902.97 | P | 1 | \$4,427.23 | \$4,427.23 |
| FT-03301 | COURSE #301: FortiGate Multi-Threat Security Systems II-Secured Network Deployment & VPNs 3 day course, courseware included | \$2,250.00 | P | 1 | \$1,687.50 | \$1,687.50 |
| FCNSP | Voucher for single access to FCNSP Exam - Students must attend 301 class | \$250.00 | P | 1 | \$187.50 | \$187.50 |
| FP-10-00000-M08-00-00 | Professional Services Consultant - Installation & Training | \$2,250.00 | P | 5 | \$1,687.50 | \$8,437.50 |
| SECTION 2 SUBTOTAL: | | | | | | \$16,509.73 |

PRODUCT TOTAL: \$66,633.73
GET: \$2,789.95
ESTIMATED SHIPPING: \$500.00
GRAND TOTAL: \$69,923.68